

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 EUR-12 NEA-10 ISO-00 CAB-02 CIAE-00

DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 IO-10 L-02 SP-02

SS-15 NSC-05 /079 W

----- 106481

R 201030Z MAY 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 9339

INFO USDOC WASHDC

AMEMBASSY BRUSSELS

AMCONSUL CASABLANCA

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BRUSSELS FOR FAA

CASABLANCA FOR RCAA

3.O.: 11652: N/A

TAGS: EAIR, NI

SUBJ: CIVAIR: IATA - APPROVED INCREASE IN AGENCY COMMISSIONS

1. LOCAL PANAM REP, ACTING ON INSTRUCTIONS FROM HEADQUARTERS, HAS APPROACHED EMBASSY REGARDING RECENT IATA DECISION TO APPROVE INCREASE IN AGENCY COMMISSIONS (OFFERED BY AIRLINES OF IATA MEMBER COUNTRIES) FROM 7 TO 7 1/2 PERCENT. NIGERIA AIRWAYS HAS NOT INCREASED ITS OWN AGENCY COMMISSIONS IN LINE WITH IATA DECISION; BUT IF AND WHEN IT DOES, PANAM WILL BE OBLIGED TO FOLLOW SUIT IN NIGERIA. IN ANTICIPATION OF THAT, U.S. AIRLINE REQUESTS READING ON WHAT ATTITUDE OF USG WILL BE.

2. AS DEPARTMENT UNDOUBTEDLY AWARE, PANAM HAS ALREADY MADE DECISION TO PROCEED WORLDWIDE WITH NEW AGENCY AWARD SCALE WHEREBY IT WOULD PAY EXTRA 3 PERCENT COMMISSION ON ALL AGENCY SALES OVER 90 PERCENT OF LEVEL ACHIEVED IN 1974. IN PANAM'S VIEW VIRTUALLY ALL INTERNATIONAL AIRLINES HAVE LONG BEEN PAYING OUT EXTRA BONUSES OF THIS NATURE; ITS ACTION MERELY BRINGS OUT IN OPEN WHAT

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HAS BEEN DONE BELOW TABLE BY OTHER AIRLINES FOR YEARS. NATURALLY,

HOWEVER, THIS HAS PLACED PANAM IN CONFLICT WITH IATA AND U.S. AIR-
LINES HAS FELT OBLIGED TO WITHDRAW FROM IATA COMMITTEE DEALING WITH
AGENCY RELATIONSHIPS.

3. ACTION REQUESTED: WE ARE NOT SURE WHAT JURISDICTION, IF ANY,
USG HAS OVER AGENCY AWARDS BY PANAM, BUT WOULD APPRECIATE RESPONSE
TO PANAM REQUEST PARA (1).
EASUM

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